

CAMS Directory Information

DATE: _____ SOURCE: _____ COMPL. BY: _____

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone Number: (_____) _____

Contact/Title: _____

CEO/Title: _____

Short Description: (Industries* served) _____

Public _____ Subsidiary _____ Division _____

Private _____ Parent (if any) _____

Number of full-time employees: _____

Corporate Revenue: \$ M _____ For Fiscal Year End ____/____

Information Services Revenues: \$ M _____

Processing/Networks ____% Professional Services ____%

Software Products ____% Turnkey Systems ____%

Growth Rate: 1985-1986 ____% 1986-1987 ____%

*Industries:

INDUSTRY SPECIFIC:

BF - Banking/Finance
DM - Discrete Manuf.
ED - Education
FG - Federal Govt.
IN - Insurance
ME - Medical
PM - Process Manuf.
RE - Retail Dist.

SI - Services
SL - State Govt.
TE - Telkom
TR - Transportation
UT - Utilities
WH - Wholesale Dist.
OI - Other
ALL - All

CROSS-INDUSTRY

AC - Accounting
ES - Eng./Scientific
ET - Education/Training
HR - Human Resources
PA - Planning/Analysis
SS - Systems Software
UP - Utility Processing
VA - Value-Added Network
OC - Other

Send to CAMS Directory Information Box - Mountain View Office



INPUT SERVICE UPDATE/MANAGEMENT FOCUS INDEX
VENDOR INDEX

VENDOR -----	SUBJECT -----	MON ---
ADR	SOFTWARE USER REQUIREMENTS EXAMINED	APR
ALLIANT	MAINTENANCE TRAINING FOR USERS	APR
AMDAHL	LARGE SYSTEMS USER SERVICE REQUIREMENTS REPORT	MAR
BELL SOUTH	ACQUISITION TERMS BY DATASERV	JAN
BUSINESSLAND	SERVICE AND SUPPORT TRENDS IN RETAIL CHAINS	FEB
CDC	FLEXIBLE FEE PLAN FOR PC USERS	JAN
CDC	IBM SYSTEM 36 MAINTNENANCE PRICING	FEB
CDC	LARGE SYSTEMS USER SERVICE REQUIREMENTS REPORT	MAR
CDC	TPM REACTION TO IBM PC MAINTENANCE PRICE CUTS	MAR
CDC	RESIDENT TECHNICIAN ASSIGNMENT	APR
CULLINET	SOFTWARE USER REQUIREMENTS EXAMINED	APR
DATASERV	ACQUISITION TERMS OF BELL SOUTH	JAN
DEC	DOCUMENTATION ON MICROFICHE	JAN
DEC	VENDOR PARTNERSHIP PROGRAM	JAN
DEC	ADA SOFTWARE SUPPORT PRICING	FEB
DEC	VAX SOFTWARE PORTFOLIO	FEB
DEC	ONE YEAR WARRANTY ON ALL HW ANNOUNCED	MAR
DEC	STRATEGIC BUSINESS INITIATIVES ANNOUNCED	MAR
DEC	SOFTWARE USER REQUIREMENTS EXAMINED	APR
DEC	RESIDENT TECHNICIAN ASSIGNMENT	APR
DG	DOCUMENTATION ON MICROFICHE	JAN
DG	ADA SOFTWARE SUPPORT PRICING	FEB
DG	RESIDENT TECHNICIAN ASSIGNMENT	APR
DG	DISASTER RECOVERY BY FAST TRACK	APR
FAST TRACK	DISASTER RECOVERY FOR DG USERS	APR
GOULD	DOCUMENTATION ON MICROFICHE	JAN
HALTRONICS	TPM VENDOR PROFILE UPDATE	FEB
HARRIS	ADA SOFTWARE SUPPORT PRICING	FEB
HARRIS	ENTERS THE TPM ARENA	MAR
HONEYWELL	LARGE SYSTEMS USER SERVICE REQUIREMENTS REPORT	MAR
HONEYWELL	TPM REACTION TO IBM PC MAINTENANCE PRICE CUTS	MAR
HP	DOCUMENTATION ON MICROFICHE	JAN
IBM	TPM PRICING ON SYSTEM 36	FEB
IBM	LARGE SYSTEMS USER SERVICE REQUIREMENTS REPORT	MAR
IBM	TPM REACTION TO IBM PC MAINTENANCE PRICE CUTS	MAR
IBM	SOFTWARE USER REQUIREMENTS EXAMINED	APR
IBM	RESIDENT TECHNICIAN ASSIGNMENT	APR
ITT	BUSINESS UNITS COMBINED	APR
LEE DATA	WARRANTY TERMS	MAR
MCCORMACK	SOFTWARE USER REQUIREMENTS EXAMINED	APR
MSA	SOFTWARE USER REQUIREMENTS EXAMINED	APR
NCA	SOFTWARE USER REQUIREMENTS EXAMINED	APR
NCR	LARGE SYSTEMS USER SERVICE REQUIREMENTS REPORT	MAR
NO. TELECOM	SALE OF SERVICE OPERATIONS	JAN
PACTEL	PURCHASE OF NORTHERN TELECOM SERVICE	JAN

INPUT SERVICE UPDATE/MANAGEMENT FOCUS INDEX
VENDOR INDEX

VENDOR -----	SUBJECT -----	MON ---
PACTEL	SERVICE AND SUPPORT TRENDS IN RETAIL CHAINS	FEB
PANSOPHIC	SOFTWARE USER REQUIREMENTS EXAMINED	APR
PRIME	DOCUMENTATION ON MICROFICHE	JAN
SEQUENT	ADA SOFTWARE SUPPORT PRICING	FEB
SORBUS	REFURBISHMENT AND REPAIR SERVICES PROFILE	JAN
SORBUS	TPM REACTION TO IBM PC MAINTENANCE PRICE CUTS	MAR
SORBUS	RESIDENT TECHNICIAN ASSIGNMENT	APR
SPERRY	LARGE SYSTEMS USER SERVICE REQUIREMENTS REPORT	MAR
STERLING	SOFTWARE USER REQUIREMENTS EXAMINED	APR
TANDEM	MAINTENANCE TRAINING FOR USERS	APR
TELEX	WARRANTY TERMS	MAR
TOPIC:	TAX REFORM ACT: EFFECTS ON SERVICE ORGANIZATIONS	MAR
TOPIC:	PARTS ALLOTMENT AND FE INPUT	APR
TOPIC:	EXTENDED WARRANTIES'IMPACT ON SERVICE	APR
TRW	INSURANCE PLAN FOR PC USERS	JAN
TRW	IBM SYSTEM 36 MAINTENANCE PRICING	FEB
TRW	TPM REACTION TO IBM PC MAINTENANCE PRICE CUTS	MAR
TRW	RESIDENT TECHNICIAN ASSIGNMENT	APR
UCCEL	SOFTWARE USER REQUIREMENTS EXAMINED	APR
UNISYS	MERGER OF SPERRY AND BURROUGHS TPM UNITS	JAN
UNISYS	IBM SYSTEM 36 MAINTNENACE PRICING	FEB
UNISYS	TPM REACTION TO IBM PC MAINTENANCE PRICE CUTS	MAR
UNISYS	RESIDENT TECHNICIAN ASSIGNMENT	APR

INPUT SERVICE UPDATE/SERVICE MANAGEMENT FOCUS INDEX
SUBJECT INDEX

SUBJECT -----	VENDOR -----	MONTH -----
ACQUISITION TERMS BY DATASERV	BELL SOUTH	JAN
ACQUISITION TERMS OF BELL SOUTH	DATASERV	JAN
ADA SOFTWARE SUPPORT PRICING	DEC	FEB
ADA SOFTWARE SUPPORT PRICING	DG	FEB
ADA SOFTWARE SUPPORT PRICING	HARRIS	FEB
ADA SOFTWARE SUPPORT PRICING	SEQUENT	FEB
BUSINESS UNITS COMBINED	ITT	APR
DISASTER RECOVERY BY FAST TRACK	DG	APR
DISASTER RECOVERY FOR DG USERS	FAST TRACK	APR
DOCUMENTATION ON MICROFICHE	HP	JAN
DOCUMENTATION ON MICROFICHE	PRIME	JAN
DOCUMENTATION ON MICROFICHE	DG	JAN
DOCUMENTATION ON MICROFICHE	GOULD	JAN
DOCUMENTATION ON MICROFICHE	DEC	JAN
ENTERS THE TPM ARENA	HARRIS	MAR
EXTENDED WARRANTIES'IMPACT ON SERVICE	TOPIC:	APR
FLEXIBLE FEE PLAN FOR PC USERS	CDC	JAN
IBM SYSTEM 36 MAINTENANCE PRICING	TRW	FEB
IBM SYSTEM 36 MAINTNENACE PRICING	UNISYS	FEB
IBM SYSTEM 36 MAINTNENANCE PRICING	CDC	FEB
INSURANCE PLAN FOR PC USERS	TRW	JAN
LARGE SYSTEMS USER SERVICE REQUIREMENTS REPORT	SPERRY	MAR
LARGE SYSTEMS USER SERVICE REQUIREMENTS REPORT	AMDAHL	MAR
LARGE SYSTEMS USER SERVICE REQUIREMENTS REPORT	HONEYWELL	MAR
LARGE SYSTEMS USER SERVICE REQUIREMENTS REPORT	IBM	MAR
LARGE SYSTEMS USER SERVICE REQUIREMENTS REPORT	CDC	MAR
LARGE SYSTEMS USER SERVICE REQUIREMENTS REPORT	NCR	MAR
MAINTENANCE TRAINING FOR USERS	TANDEM	APR
MAINTENANCE TRAINING FOR USERS	ALLIANT	APR
MERGER OF SPERRY AND BURROUGHS TPM UNITS	UNISYS	JAN
ONE YEAR WARRANTY ON ALL HW ANNOUNCED	DEC	MAR
PARTS ALLOTMENT AND FE INPUT	TOPIC:	APR
PURCHASE OF NORTHERN TELECOM SERVICE OPERATIONS	PACTEL	JAN
REFURBISHMENT AND REPAIR SERVICES PROFILE	SORBUS	JAN
RESIDENT TECHNICIAN ASSIGNMENT	UNISYS	APR
RESIDENT TECHNICIAN ASSIGNMENT	SORBUS	APR
RESIDENT TECHNICIAN ASSIGNMENT	CDC	APR
RESIDENT TECHNICIAN ASSIGNMENT	IBM	APR
RESIDENT TECHNICIAN ASSIGNMENT	DEC	APR
RESIDENT TECHNICIAN ASSIGNMENT	DG	APR
RESIDENT TECHNICIAN ASSIGNMENT	TRW	APR
SALE OF SERVICE OPERATIONS	NO. TELECOM	JAN
SERVICE AND SUPPORT TRENDS IN RETAIL CHAINS	BUSINESSLAND	FEB

INPUT SERVICE UPDATE/SERVICE MANAGEMENT FOCUS INDEX
SUBJECT INDEX

SUBJECT -----	VENDOR -----	MONTH -----
SERVICE AND SUPPORT TRENDS IN RETAIL CHAINS	PACTEL	FEB
SOFTWARE USER REQUIREMENTS EXAMINED	UCCEL	APR
SOFTWARE USER REQUIREMENTS EXAMINED	IBM	APR
SOFTWARE USER REQUIREMENTS EXAMINED	DEC	APR
SOFTWARE USER REQUIREMENTS EXAMINED	MSA	APR
SOFTWARE USER REQUIREMENTS EXAMINED	NCA	APR
SOFTWARE USER REQUIREMENTS EXAMINED	PANSOPHIC	APR
SOFTWARE USER REQUIREMENTS EXAMINED	STERLING	APR
SOFTWARE USER REQUIREMENTS EXAMINED	CULLINET	APR
SOFTWARE USER REQUIREMENTS EXAMINED	MCCORMACK	APR
SOFTWARE USER REQUIREMENTS EXAMINED	ADR	APR
STRATEGIC BUSINESS INITIATIVES ANNOUNCED	DEC	MAR
TAX REFORM ACT: EFFECTS ON SERVICE ORGANIZATIONS	TOPIC:	MAR
TPM PRICING ON SYSTEM 36	IBM	FEB
TPM REACTION TO IBM PC MAINTENANCE PRICE CUTS	UNISYS	MAR
TPM REACTION TO IBM PC MAINTENANCE PRICE CUTS	SORBUS	MAR
TPM REACTION TO IBM PC MAINTENANCE PRICE CUTS	CDC	MAR
TPM REACTION TO IBM PC MAINTENANCE PRICE CUTS	TRW	MAR
TPM REACTION TO IBM PC MAINTENANCE PRICE CUTS	HONEYWELL	MAR
TPM REACTION TO IBM PC MAINTENANCE PRICE CUTS	IBM	MAR
TPM VENDOR PROFILE UPDATE	HALTRONICS	FEB
VAX SOFTWARE PORTFOLIO	DEC	FEB
VENDOR PARTNERSHIP PROGRAM	DEC	JAN
WARRANTY TERMS	LEE DATA	MAR
WARRANTY TERMS	TELEX	MAR

HIGHLIGHT INDEX
BY
MAJOR SERVICE

PROCESSING SERVICES

ARC Automation Group	Computone Systems
ADVO Systems	Comshare
Affiliated Computer Systems	Control Data
Amherst Associates	Cybernetics & Systems
Anacomp	CyCare Systems
Astradyne Computer Industries	Data Communications Corporation
Automatic Data Processing	Data Resources
AVCO Computer Services	Datacrown
Bank of America Business Services	Dialog Information Systems
Bibliographic Retrieval Services	Digicon
Boeing Computer Services	Distribution Sciences
Bradford National	Dow Jones News/Retrieval Service
Bunker Ramo	DYATRON
CCH Computax	Electronic Data Systems
CableData	Endata
Canada Systems Group	Equipax
Chase Econometrics/Interactive Data	First Data Resources
CISNetwork Corporation	General Electric Information Services (GEISCO)
Comdata Network	Honeywell Datanetwork
CompuServe	IBM Information Network
Computer Company (The)	III Systems
Computer Language Research	ITT Dialcom
Computer Network	Informatics
Computer Power	Information Management International
Computer Sciences Corporation	Instacom
Computer Sharing Services	Keydata
Computer Usage	Litton Computer Services

PROCESSING SERVICES (Cont'd)

Manufacturing Data Systems	Reynolds and Reynolds
Martin Marietta	Ross Systems
McDonnell Douglas Automation (MCAUTO)	SEI Corporation
Mead Data Central	STSC, Inc.
Medical Information Technology	Safecom
Metromail Corporation	Safeguard Business Systems
NCR Data Services	Science Dynamics
National CSS	Scientific Computers
National Data Corporation	Shared Medical Systems
Neshaminy Valley Information Processing	Sharp, I.P. Associates
Numerax	Smith, A.O. Data Systems
Ohio Valley Data Control	Source Telecomputing Corp.
On-Line Business Systems	Statistical Tabulating
Paychex	Strategic Information
Pay-Fone Systems, Inc.	Sun Information Services
Pentamation Enterprises	Systematics
Petroleum Data	TRW Information Services
Planning Research Corporation	TSP, Inc.
Poorman-Douglas	Telecredit
Quotron Systems	Telerate
Realtron Corporation	Thomas National Group
Remote Computing	Tymshare
Reuters North America	United Information Services
Reynolds and Reynolds	University Computing
Ross Systems	Urban Data Processing
SEI Corporation	Westinghouse Information Services
STSC, Inc.	Xerox Computer Services
Safecom	
Safeguard Business Systems	
Science Dynamics	

SOFTWARE PRODUCTS

American Software	Integral Systems
Anacomp	Integrated Software Systems (ISSCO)
Applied Data Research	Intel Systems Corporation
Artificial Intelligence Corporation	Interactive Systems
Ashton-Tate	Johnson Systems
Autodesk, Inc.	Lifeboat Associates
BGS Systems	Lotus Development
BPI Systems	MacNeal-Schwendler
Boole & Babbage	Management Science America
Cincom Systems	Manager Software Products
Computer Associates	Mathematica
Computer Corporation of America	McCormack & Dodge
Computeristics	MicroPro International
Comserv	Microsoft
Continental Software	Morino Associates
Continuum Company	NCA Corporation
Cullinet	On-Line Software International
Cyborg Systems	Pansophic Systems
Data Design Associates	Personnel Data Systems
Database Design	Policy Management Systems
Digital Research	SAS Institute
EXECUCOM Systems	SDI
General Electric Information Services (GEISCO)	Shriver, R. Associates
General Electric CAE International	Smith, A.O. Data Systems
Goal Systems International	Softsel
Hogan Systems	Software AG
Informatics	Software Arts
Information Builders	Software Publishing
Information Science	Sorcim
Information Systems of America	Systems Plus
Innovative Software	Technicon Data Systems
INSLAW, Inc.	Tominy

INDEX BY MAJOR SERVICE (Cont'd)

SOFTWARE PRODUCTS (Cont'd)

Tone Software
University Computing
VisiCorp
Walker Interactive Products
Woodward Ryan Sharp and Davis

TURNKEY SYSTEMS

ARC Automation Group
ASI Teleprocessing
Anacomp
Applicon
ASK Computer Systems
Auto-trol
CableData
CADLINC
Calma
C3
COMPUFACT
Computer Consoles
Computer Corporation of America
Computer Usage
Computervision
Computone Systems
Digicon
Distribution Management Systems
Gerber Scientific
HBO & Company
Hewlett-Packard/Computer Systems Group
Industry Data Services
Intergraph
Manufacturing Data Systems

McDonnell Douglas Automation (MCAUTO)
Medicus Affiliates
Metier Management Systems
National Data Communications
Redshaw
Reynolds and Reynolds
Science Applications
Shriver, R. Associates
Synercom Technology
Systems Associates
Systems Management
TMI Systems
Transcomm Data Systems
Triad Systems
University Computing

PROFESSIONAL SERVICES

American Management Systems
Analysts International
Applied Information Development
Auxton Computer Enterprises
Boeing Computer Services
Bolt Beranek and Newman
Bradford National
CACI
CGA Computer Associates
CTEC
Command, Control and Communications
Computer Consoles
Computer Corporation of America
Computer Data Systems

INDEX BY MAJOR SERVICE (Cont'd)

PROFESSIONAL SERVICES (Cont'd)

Computer Horizons
Computer Sciences Corporation
Computer Task Group
Compuware
Consumer Systems Services Group
Continuum Company
Cutler-Williams
DASD
Data Architects
Electronic Data Systems
Genasys Corporation
General Electric Information Services
(GEISCO)
INCO
Informatics
Intermetrics
Keane
Libra Group
Litton Mellonics
Logicon
Martin Marietta
McDonnell Douglas Automation
(MCAUTO)
Monchik-Weber
On-Line Software International
Planning Research Corp.
Rand Information Systems
Ryan-McFarland Corporation
Science Applications
Science Management
SofTech
Software Design Associates

SYSCON
System Development Corporation
Systems and Applied Sciences
Systems & Computer Technology
Technology Development of California
Telos
TERA

